

Message Text

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51

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 TRSE-00 CIAE-00 INR-07 NSAE-00

L-02 /029 W

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P R 041415Z APR 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 4230

UNCLAS STOCKHOLM 1585

FOR BIC/OIM/SAD: CEJOHNSON; BIC/OCFP: MKOGAN

E.O. 11652: N/A

TAGS: BEXP, ETRD, SW

SUBJECT: COMMERCIAL PROGRAM: REQUEST FOR ASSISTANCE IN OVERTURNING
DISCRIMINATORY FREIGHT RATES

REF: 1) STATE 41617; 2) STOCKHOM 3368: CONTRACT S-50-FA-377

1. REFERENCED MESSAGES RELATE TO COMMERCE-SUPPORTED IN-STORE
PROMOTION WITH AB NORDISKA KOMPANIET (NK). THIS PROMOTION
NOW IN PROGRESS.

2. EMBASSY TODAY RECEIVED LETTER FROM OLLE WESTERGREN,
FORWARDING DEPARTMENT WHICH READS AS FOLLOWS:
QUOTE IN ORDER TO PROMOTE THE SELLING OF AMERICAN GOODS IN
SWEDEN WE HAVE AMONG OTHER THINGS IMPORTED SOME OUTDOOR
FURNITURE. WHEN CHECKING THE COSTS WE FOUND THAT THE OCEAN
FREIGHT IS EXTREMELY HIGH. THE FREIGHT RATES VARY FROM
\$70.50 UP TO \$120.75 PER 40 CFT, WHICH MEANS FROM 45 PER CENT
TO 71.2 PER CENT OF THE GOODS VALUE. THE TOTAL COSTS VARY
FROM 61.2 PER CENT TO 89.2 PER CENT. WE ARE OF THE OPINION
THAT - AT COSTS OF THIS SIZE - IT IS NOT ECONOMICALLY
JUSTIFIED TO IMPORT FURNITURE FROM THE US IN FUTURE.
FOR THAT REASON WE INTEND TO APPLY FOR FREIGHT REDUCTION
TO THE NORTH ATLANTIC BALTIC FREIGHT CONFERENCE, 17 BATTERY
PLACE, NEW YORK, CLAIMING TO BE QUOTED A FREIGHT OF \$30:-/CBM
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FOR THE EASTBOUND TRAFFIC, I.E. THE SAME FREIGHT RATE AS IS

APPLICABLE FOR THE WESTBOUND TRAFFIC. THAT RATE WOULD MAKE IT POSSIBLE FOR US TO BUY MORE FURNITURE IN THE UNITED STATES ALSO IN FUTURE. WE SHOULD APPRECIATE IT IF YOU WOULD SUPPORT OUR REQUEST, MAYBE BY WRITING A LETTER TO BE ENCLOSED TO OUR APPLICATION OR TO BE SENT DIRECTLY TO THE CONFERENCE, IN WHICH YOU EXPLAIN THE IMPORTANCE OF GIVING US A REDUCED FREIGHT RATE. END QUOTE.

3. EMBASSY HAS INFORMED WESTERGREN THAT A MESSAGE WOULD BE FORWARDED IMMEDIATELY THROUGH APPROPRIATE CHANNELS TO SUPPORT THE NK PETITION FOR THE LOWER FREIGHT RATE QUOTATION FOR EASTBOUND TRAFFIC THUS ASSUMEDLY, AS NK SUGGESTS. ENABLING FIRM TO BUY MORE FURNITURE IN THE UNITED STATE IN THE FUTURE.

4. ACTION REQUESTED: EMBASSY REQUESTS COMMENTS FOR RELAY TO NK AS APPROPRIATE.
STRAUSZ-HUPE

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STOCKH01585
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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